



CS TORONTO NEWSLETTER

This is the first of a quarterly newsletter that the U.S. Commercial Service in Toronto is pleased to e-mail to you. We are here to alert you of new opportunities offered by U.S. companies looking to do business in Canada.

Please feel free to let us know of any suggestions that you have to make it more valuable to you.

We are waiting for your feedback!

E-mail us at: Toronto.Office.Box@mail.doc.gov

or visit our website at: <http://www.BuyUSA.gov/Canada>



OUR SERVICES

■ The U.S. Commercial Service's worldwide network offers professional trade assistance and includes offices in more than 100 U.S. cities and 80 countries worldwide.

■ The U.S. Commercial Service provides Canadian businesses with information on U.S. companies that are looking for agents/distributors and possible joint ventures, and with information on new U.S. products and programs.



Michael P. Keaveny
Principal Commercial Officer
Toronto



Now in its 25th year, the U.S. Commercial Service remains dedicated to its original goal: the promotion of exports of goods and services from the U.S., particularly by small and medium-sized businesses. The U.S. Commercial Service office in Toronto is one of six such offices in Canada that facilitates the linking of Canadian buyers and U.S. sellers. This newsletter is the first of its kind to highlight U.S. companies currently seeking representation or buyers

here. Our commercial specialists are knowledgeable of these companies and should be your first point of contact. Also, please review our web site, www.BuyUSA.gov/Canada to learn more about the services we provide in Canada.

- Michael Keaveny



U.S COMPANIES LOOKING FOR DISTRIBUTORS/AGENTS

Listed below are some of our current clients seeking agents or distributors in Canada. For more information on any of the products, services or companies listed below, simply contact our designated Commercial Specialist in Toronto.

Building Products/Materials

Contact: Rita.Patlan@mail.doc.gov

Wagman Metal Products: Established in 1963, Wagman is a leading manufacturer of power trowel replacement blades and floating pans. Wagman's experience and product innovation have pioneered the development of various heavy-duty blades to cope with the stresses of the new generation of walk-behind and heavy duty riding trowels, high performance float pans, floor stripper blades and (bio-friendly) cleaning chemicals and power sprayers designed to remove dry, hardened concrete from equipment used by the concrete trade. Their power trowel replacement blades fit any make or model of power trowels and come in various thicknesses. This company currently has approximately 60% of the market share for power trowel blades in the United States and supplies power trowel blades to OEMs. Wagman Metal Products is seeking distributors/agents in Ontario.

EWC Controls Inc.: Established in 1961, EWC Controls is a manufacturer of Heating and Air Conditioning controls for residential and light commercial applications. EWC's Ultra Zone System allows occupants to control the desired temperature and humidity by using multiple thermostats around the house that control just one HVAC unit. This allows homeowners to adjust and control the temperature and humidity where they want it, when they want, and how they want it. EWC Controls systems reduce energy consumption up to 35% and EWC's damper motors are three times stronger than any of the competitors and the only in the industry with directional LED's to allow the installing contractor an easy way to verify proper movement. EWC's products include: Control panels; Round and rectangular dampers; By-pass and commercial dampers; Registers and diffusers; Fresh air intakes; Thermostats; and Whole house humidifiers. The company is seeking HVAC wholesalers in Canada.

Consumer Products

Contact: Rita.Patlan@mail.doc.gov

JFK Import-Export LLC: JFK Import-Export is the exclusive distributor of the Scratch-Less Disc (CD, DVD) The Scratch-Less Disk's unique design elevates the entire read/write surface, thereby preventing the surface from coming into contact with potential contaminants or scratching agents. The main feature of its product is the aero-bumps. The aero-bumps are specifically designed and located, provide the maximum amount of protection to the disc while remaining compatible with 99% of home audio, PC and car audio playback and reading devices. The aero-bumps are located on the outer most edge of the disk. These large aero-bumps are strategically located in a precise radial pattern with a specific directional orientation to maximize protection of read/write surface. In addition to that, these bumps serve as backup protection from an abusive handler. There is no competitor in Canada. JFK Import-Export is seeking distributors and mass merchant retailers across Canada.

ScentCo, LLC: ScentCo develops, manufactures, and distributes air freshener products for the home, office and automobile. It currently sells to more than 4,000 retailers in the United States and internationally. In Canada, their products are sold in Zellers, Home Hardware, and through ICI Paints in most Colour Your Worlds retail outlets. In the United States their products are sold in Wal-Mart and many other retailers. ScentCo is seeking distributors and mass merchant retailers in Canada.

Enviromental Products

Contact: Viktoria.Palfi@mail.doc.gov

Arbortech Corporation: Established in 1981, the company produces the "Washer Washer" (WW), equipment to recycle aqueous cleaning solutions, used in a variety of applications including those common to pressure sprayers, electro/soaks, part washers, pre-paint, pre-powder coat, pre-plating, and spent floor wash solutions. Arbortech's WW features a stainless steel design, that can recycle water-based cleaners up to a temperature of 200°F and anywhere on the pH scale 0 -14. Benefits include a reduction in cleaning solution expense, less variable solution quality, reduced dump/recharge frequency, energy savings and water conservation. Arbortech is seeking distributors/agents in Canada.

Blackburn Sampling, Inc.: Provides a Composite Liquid Waste Sampler (Coliwasa) for the scientific, environmental, wastewater, oil, chemical and safety industries, following the standards set forth by the [EPA](#) and [OSHA](#). Blackburn Coliwasa takes representative samples of hazardous wastes, liquids, slurry-type sludges, and semi-solids and chemically resist acids, alkalies, aromatic and aliphatic hydrocarbons, ketones, aldehydes, esters, oxidizers, and glycols. The Blackburn Coliwasa is available with 1" and 9/16" diameters and in five different lengths: 16" bucket, 39" barrel, 45" tote, 70" tank, and 88" tanker. Blackburn is seeking representation in Canada.

Effective Energy Associates: Custom design/build services in the manufacture of RipSys, mercury retort and distillation process. The company's products remove and recover Mercury from contaminated florescent lamps, batteries, thermometers, thermostats, relays, sludge, soils and chemical packages. Recovered Mercury is recycled into articles of commerce, while decontaminated items may be safely land-filled. Each unit is custom built to fit into each customer's unique space, utility and power requirements. Effective Energy Associates is seeking agents (and end-users interested in new equipment or upgrading their existing mercury retorts and distillation units).

Sparks Technology, Inc. (STI) provides activated carbon and other molecular filtration media for numerous applications across a wide spectrum of industries.
Products/Services: Wrap'n Cure (www.wrapncure.com) - a quick and easy installation encasement system to protect new or repair existing piping, valves, ductwork and other fittings. Encases hazardous material such as asbestos. Both indoor and outdoor applications.
Target Markets: Property Management Companies; Municipalities. Seeking stocking distributor and OEMs for private label ventures.
Polysorb Cube (www.sparkstech.com/products/alphalist.html). Leak-free vessel for use in a broad range of liquid filtration applications. Designed for low-flow water treatment. Target Markets: Industrial, Transportation. Seeking distributors, sales agents, and compressor OEMs for private label.

Franchising

Contact: Rita.Patlan@mail.doc.gov

Contours Express: Contours Express, ranked the Number 2 fitness center by Entrepreneur magazine, is designed especially for women. Contours is seeking single-unit franchisees across Canada.

Home Instead Senior Care is the world leader in non-medical eldercare and companionship services. No other company in this industry has enjoyed the level of acceptance and success since its inception in 1994. Total start - up costs are very reasonable; just C\$38,000- \$55,000, including the franchise fee. Home Instead is seeking single unit franchisees in all of Canada except Quebec where they are looking for a master franchisee.

Precise Tune AutoCare: Over 25 years of successful worldwide franchise experience in automotive diagnostics, scheduled maintenance and repair. The company is seeking master franchisee in all provinces (except Ontario) and single unit franchisees.

Glass Doctor: Glass Doctor is a leading provider of home, commercial and auto glass replacement services with over 368 locations. Glass Doctor is seeking single unit franchisees.

Rainbow International: is a leading provider of insurance related restoration & cleaning services to home and commercial buildings. Rainbow is seeking single unit franchisees.

Heavy Construction Equipment

Contact: Rita.Patlan@mail.doc.gov

Bay Shore Systems, Inc.: Company sells a line of excavator-mounted drilling attachments that are used for deep-hole foundation drilling. The equipment is designed to address difficult drilling conditions such as drilling under low-overhead obstacles (bridges, power lines, etc.); reaching over barriers and obstructions; drilling vertical holes on sloped terrain; and quick easy mobilization on undeveloped sites or rough terrain. Many of Bay Shore's customers own "conventional" rigs for mainstream drilling projects, and have Bay Shore rigs in their fleet to handle tough site conditions. Bay Shore is seeking representation in Canada.

Packer Industries, Inc. This U.S. firm, manufactures a horizontal grinder used for recycling construction waste by grinding up at least 75% of the debris and recycle it on the job site. The portable grinder is capable of grinding wood, blocks, bricks, drywall, cardboard and roof shingles. The 16' foot long portable grinder pulverizes gypsum and cardboard and can be used as a soil additive, the wood as a landscaping mulch and the brick and blocks can be used as driveway fill. Packer Industries is seeking representation in Canada.

High Technology

Contact: Viktoria.Palfi@mail.doc.gov

OneTech4u: Provides image processing, remote access remote management and security products. The company is seeking end-users and representation in Canada.

Industrial

Contact: Viktoria.Palfi@mail.doc.gov

Ameritherm: Ameritherm manufactures solid state induction heating RF power supplies for brazing, soldering, heat treating, curing, shrink fitting, melting, heat staking and many other applications. Induction heating provides a quick, clean and efficient source of heat without loud noises, harmful emissions or gaseous exhaust. Currently available systems provide output power from 30 W to 250 kW at frequencies from 5 kHz to 60 MHz and feature 100% solid state reliability, advanced microprocessor control, precise digital tuning and convenient coil placement. Ameritherm supports its customers with complimentary feasibility testing and system recommendation through its Scottsville, New York Applications Laboratory. An on-line applications database and product selection guide at www.ameritherm.com features over 100 illustrated applications lab reports, downloadable tech notes, product data sheets, demonstration videos and helpful FAQs. Ameritherm is currently looking for sales agents in Canada.

Slade, Inc. Slade, Inc. is a manufacturer of Patented Fluid Sealing Braided Vermiculated Graphite Foil Packing reinforced with carbon fiber strength and toughness, which has become known as 3300G, the **"Mechanical Seal on a Spool"**™ because it is used to eliminate cooling flush water on pumps and can operate leak free on severe abrasive slurries. A valuable asset for water conservation and it reduces inventories because only one product is used on both pumps and valves.

Product Benefits:

- Patented innovative fluid sealing products.
- **Pump Seals:** 3300G is known as "The Mechanical Seal on a Spool" TM. 3300G sealing technology seals without flush water without leakage.
- **Valve Seals:** Valves warranted for life against emissions.
- **Woven Metal Reinforced Gaskets:** Woven strands of Stainless Steel foils which are encapsulated in flexible graphite forming a leaf spring matrix for high temperature, high pressure gaskets with long term response to frequent thermal cycling.
- **Heat Exchanger Form-in-place gaskets:** Strips of Stainless Steel foil reinforce flexible graphite strands, which are braided to form rectangular shapes. Simple installation procedures provide the forming of a very dense joint-free metal/graphite gasket complete with ribs at the site. Disassembly of Shell & Tube bundles is not required.

Hot Tapping Sealants: Graphite & carbon fiber injectable stop-leak compounds for in place valve leak repair

Mining/Minerals Equipment

Contact: Rita.Patlan@mail.doc.gov

Supreme Manufacturing Inc.: Established in 1990, Supreme Manufacturing Inc. builds bulk material handling dredges and accessories; floating, stationary, radial & monorail, and overhead conveyors; bins; and hoppers used for mining sand and gravel and any material that needs to be dug under water. Supreme's dredges have a digging depth capacity of 200 feet under water. Supreme Manufacturing is seeking representation in Canada.

Supply Chain Solutions

Contact: Viktoria.Palfi@mail.doc.gov

New Territories: Provides publishing, technology and consumer product businesses with a cost effective and efficient method for bringing their products and content to market worldwide. The company enhances the process of eCommerce, strategic sourcing, manufacturing, inventory management, fulfillment, reverse logistics and customer care through its modular suite of Supply Chain solutions. The solution is modular such that every customer receives a customized

solution specifically crafted with each company's marketing and operational goals in mind. New Territories is seeking end-users in Canada.

Training / Education

Contact: Viktoria.Palfi@mail.doc.gov

Tero International, Inc. is involved in the research, design, development and facilitation of training programs designed to develop personal and interpersonal skills. Research from Harvard, Carnegie Institute and Stanford shows that training and development accounts for 85 percent of professional success. Tero provides both career and personal growth programs to maximize the effectiveness of people whether developing new skills for new challenges, or making career transitions inside the organization. Tero International, Inc. is seeking to partner with clients to combine the latest research in training and development and the most relevant innovations in managing change with the specific needs of organizations on a revenue sharing basis.



UPCOMING TRADE EVENTS

VIP Delegation to U.S. Trade Show

Greenbuild International Conference & Expo

Atlanta, Georgia – November 9-11, 2005

Contact: Rita.Patlan@mail.doc.gov

Greenbuild 2005, hosted in Atlanta, Georgia, offers three days of extensive educational programming, workshops, a vast exhibition floor, and ample networking events give you unrivalled opportunities to learn about the latest innovations, exchange ideas, and develop new business relationships, and learn about the leading edge of the building and construction industry, including the latest updates and expansions of the LEED ® Green Building Rating System.

State of West Virginia Gold Key Mission to Toronto

Toronto, Ontario - November 1-2, 2005

Contact: Viktoria.Palfi@mail.doc.gov

The following companies are seeking for end-users and representation in Canada:

Galaxy Global Corporation – www.galaxyglobal.com

Biometric process programming.

Augusta Systems, Inc. - www.augustasystems.com

Software that collect and analyze situation-based data for environmental homeland security and military decisions.

MPL Corporation - www.mpl.com and <http://jitl.mpl.com>

Consulting, content packaging of training and presentations.

Source from Us!

Your time is valuable! Let us do the work!

The U.S. Commercial Service conducts complimentary provider searches for Canadian companies interested in purchasing goods and/or services from U.S. firms. Just complete this form and submit it to our office by fax to: 416/595-5419. We will respond by sending you a list of potential U.S. suppliers that could meet your specific needs.

Your Company name: _____

Company representative/title: _____

Company address: _____

Tel: _____ Fax: _____ e-mail: _____

Type of Company (i.e., manufacturer, distributor, etc.): _____

Industry or Area of Interest: _____

Description of product or service needed: (please be as specific as possible):

Our Message: Think Canada First!



Promote your Company!

Promote your company through the new Business Service Provider section of our website. It provides Canadian service companies, like yours, the opportunity to display their services to thousands of U.S. companies seeking valuable business support services. Please contact <http://www.BuyUSA.gov/Canada> for more information.

Contact Information: U.S. Commercial Service, 480 University Avenue, Suite 602, Toronto Ontario, Canada. Tel: 416-595-5412, Fax: 416-595-5419 E-Mail: toronto.office.box@mail.doc.gov

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